

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Decimal Engineering

Florida Manufacturing Extension Partnership

Decimal Engineering, Inc. Secures Aerospace Markets with AS9100 Certification

Client Profile:

Decimal Engineering, Inc. is a full service precision sheet metal fabricator, with laser capabilities, and machine shop specializing in the aerospace, defense, electronics, telecommunications, medical, computer, automotive and marine related industries. Decimal is a family-owned business operating in Pompano Beach, Florida since 1968. The company employs 75 people.

Situation:

Decimal needed to formalize its quality and continuous improvement programs to expand their market share in the defense and aerospace industries. To accomplish this goal, Decimal requested the Florida Manufacturing Extension Partnership (Florida MEP), a NIST MEP network affiliate, to assist in implementing AS 9100/ISO9001:2008 training program to prepare them for certification.

Solution:

Florida MEP began working with Fred King, Decimal's Quality Manager, to document the Quality Management System, including manuals and procedures. This involved participation of both Management and small teams from each department. The procedures covered every aspect of the company's operations (excluding finance) and documented these according to the AS/ISO Standards. Wilhelm Barb, Florida MEP consultant, assisted King and his Team in customizing the documents to reflect the company's actual operations, while meeting the AS/ISO requirements. Upon project completion, a special team was organized and trained to conduct internal audits. Additionally, all Decimal employees were trained to utilize the new processes. Decimal Engineering successfully passed its ISO9001:2008 audit and obtained certification. Next, with King's leadership, the company proceeded to achieve its AS9100 status, which is specifically required for the aerospace industry. In just five months they completed the process, and passed the AS9100 certification audit.

Results:

- * Achieved ISO 9001:2008 and AS9100 certification.
- * Increased sales by \$300,000.
- * Retained sales of \$400,000.
- * Realized \$40,000 in cost savings.
- * Created 4 jobs.

Testimonial:

"Florida MEP was instrumental in assisting Decimal Engineering in obtaining these certifications. The impressive manner in which Florida MEP's personnel conducted themselves was more than just professional and diligent. They brought brilliance, guidance, support and excellent service to the table. Florida MEP has been a catalyst in bringing out positive change in the way Decimal Engineering does

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business. We genuinely appreciate all they have done and plan to work with them again in the future."
Alan L. Garey, President